GREAT UPHILL FIGHT LANDS WHITEWINNER

Four Down in Morning, He Evens Match and Wins on Thirty-seventh Green.

ONLY FAIR GOLF PLAYED

Brisk Summer Shower Affects Contestants, but Scores Suffer Most.

SHORT HILLS, N. J., June 27 .- One up on the thirty-seventh green after being four down at the end of the morning round tells the story of the victory wor Gardiner W. White, Flushing, over Wallace M. Sinclair, Bultusrol, in the final round of the invitation tournament of the Baltusrol Golf club which was played today. The golf played was not of record breaking quality-in fact it was far from -but the closeness of the struggle and especially White's game, uphill fight in the afternoon made it a match well worth watching. At least that is what the mempers of the gallery seemed to 'hink, and they gave still further evidence that such was their opinion by dragging their feet through the heavy wet grass in order that they might not miss a stroke of the excit-ing seesaw play on the last few holes. It was a good match in the truest sense of the word, and not the least pleasing of its results was the fact that it put White's name back on the list of tournament winners. In 1911 he won a majority of the in-vitation tourneys in the metropolitan dis-trict, but in the two seasons since he has played indifferent golf, so his performance to-day was like a return to old times. For the first nine holes in the morning

the match was as close a one as the most ardent follower of the game could desire to watch. They reached the turn on even terms and neither had been more than one hole in the lead at any stage of the way. White won the tenth with a 4 and wsa 1 up, but on the next six holes he did not seem to know that there was such a not seem to know that there was such a figure as 4, although the score card par calls for that score on nearly all of them. Five holes in succession in 5 and the sixteenth in 6 left White four down, as Sinclair, playing steady golf, won all but the fourteenth, on which he too took a 5. The seventeenth was won by White, to 5 but on the home green Stealar, rep. 4 to 5, but on the home green Sinclair ran down a putt for a 3 and regained his four hole advantage with the match half completed. The cards:

Before he began the second round White said that he had hopes of pulling the match out of the fire, and for once the usual words of self-encouragement proved

true. Sinclair helped out a great deal on the first three holes of the second round, for on the first he sliced into a trap, on the second he drove out of bounds and on the third he missed an easy putt. As White won all three of the holes his chances began to look a little

the holes his chances began to look a little less gloomy.

Just at that point in the match a summer storm slipped over the edge of the hills and the next three or four holes were played through a blinding rain. One suffered as much as the other, however, atthough the scores suffered the worst of all. For example, on the sixth green the water was so deep that White took four putts as he tried to skip over the hole being halved in 6. The rain stooped just as they reached the mith and White celebrated the return of better golfing weather by placing his tee shot on the green, and winning the hole in 3 to 4. That squared the match. Sinclair was in the long grass from the tee on the tenth and lost the hole, butting White ahead at last. Elrast might have won the eleventh if he had been able to hole a three foot putt, but both missed and the hole was halved in 5. So was the twelffth, but on the thirteenth White saw his lead flit away when he missed another rather simple looking putt that would have halved the hole.

With the match all square once more, with the match all square once more. With the match all square once more, with the match all square once more. With the match all square once more, with the decisive test of the third division. The summaries:

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With the match all square once mor

with the match all square once more. With the match all square once more. White played a superb iron shot to the green from the rough on the right of the fourteenth fairway and it was good enough to win the hole, for after being bunkered and playing two more without getting on the green. Sinclair surrendered the hole and White was 1 up. The fifteenth was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was halved chiefly as a result of a great brassey shot from the rough by Single of the strength was a superb iron shot to the Barlow. Merion, beat Mrs. W. S. Hilles, William, Was and Single of play.

Hert Eight—Final round—Mrs. Caleb F. Pox. Huntingdon Valley, beat Miss Ethei Campbell, Overbrook, 2 up and 2 to play.

Third Eight—Final round—Mrs. Caleb F. Pox. Huntingdon Valley, beat Miss Ethei Campbell, Overbrook, 2 up and 2 to play. great brassey shot from the rough by Sin-ciair after he had been bunkered from the tee, and although the long sixteenth was a chapter of accidents for both, the home golfer finally won it in 6 to 7, and was on level terms once more, with but two holes left to play.

It looked as though it were all over when White laid as proved a constant of the substantial control of the

chance by running up his approach to within four feet of the hole. He missed the putt, however, and conceding White an eighteen inch foot putt for a win in 4, straightened up and shook hands with the

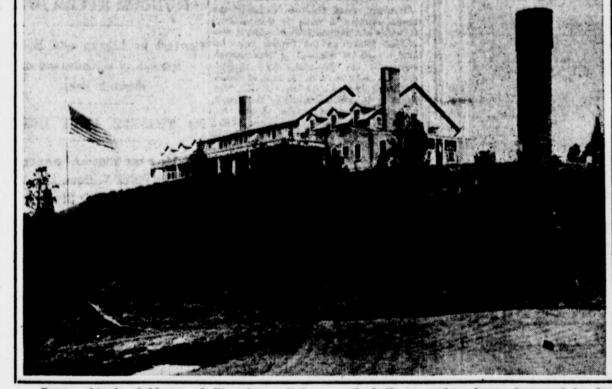
AFTERNOON ROUND.

In the beaten eight of the first sixteen Max H. Behr, Baltusrol, beat A. N. Cowberthwaite, Midland, by 5 up and 4 to play. Like White, Behr won his match after being behind at the end of the first round. luncheon time Cowperthwalte was William Watson and C. E. Van both of the home club, fought n the final of the second sixteen, atson finally won by 1 up after had deprived him of the lead seventeenth by laying him a in the other two divisions the e at eighteen holes.

F. Mundy came over from Ardsley carried away the gross prize in the lesp with an 89. W. R. Swords, and, won the net prize with a card of 8.77. The summaries: 85-8, 77. The summaries:

First Sixteen—Final round—Gardiner W. White. Flushing, beat Wallace M. Sinsir. Baltusrol, 1 up (37 holes). Beaten Eight of First Sixteen—Final mind—Max H. Behr, Baltusrol, beat A. N. owporthwalte, Midland, 5 and 4. Second Sixteen—Final round—W. Watson, issues of the sixteen o

NEW HOME OF SCARSDALE GOLF AND COUNTRY CLUB.



Brown shingle clubhouse of Westchester links recently built to replace house destroyed by fire.

When he landed in New York from Europe recently Chick Evans visited the Sleepy Hollow club and played over the He was so pleased with it that he promised to arrange his business affairs in such a way that he will be able to make a trip East to play in the invi-

MRS. BARLOW TOURNEY WINNER

Qualify for July Cups.

when White laid a splendid approach dead on the seventsenth and won with a 3, for it left him dormie one. The drives on the home hole were scarcely more than 21, 78. The scores:

3. for it left him dormic one. The drives on the home hole were scarcely more than at club's length apart, but White, seeming anxious to skirt the corner of the big trap, hooked his approached shot to the long grass above the green and was not quite dead on his third. Sinclair made his 4 and won the hole, finishing the stipulated round all square.

The extra hole strikingly showed the superiority of White's long game, which had been in evidence all day. He was on the green with a drive and an fron, while Sinclair, after using wood twice, still was short. The latter gave himself a splendid chance by running up his approach to

FTERNOON ROUND.

White, Flushing—

5 4 3 6 4 6 5 4 3—40

4 5 4 5 4 5 7 3 5—42—82—166

Sinclair, Baltusrol—

6 5 4 5 6 6 4 4—44

5 5 4 4 6 5 6 4 4—43—87—166

e—White, 4; Sinclair, 5.

eaten eight of the first sixteen hr. Baltusrol, beat A. N. Cow-Midland, by 5 up and 4 to play.

Midland, by 5 up and 4 to play.

Total Fahys Leads Large Field.

GLEN COVE, L. I., June 27 .- A big field played in the medal play handicap at the Nassau Country Club to-day. The winner was D. E. Fahys, who turned in a card of 88—21, 67. The scores:

D. E. Fahys, 88—21, 67; C. O. Pate, 88—20, 68; E. V. Crosby, 89, 29—69; A. C. Sunner, 89—18, 71; D. Bowers, 84—12, 72; J. F. Pierce, 86—14, 72; F. S. Battershall, 85—12, 73; H. C. Folger, Jr., 89—16, 73; C. A. Dunning, 79—3, 76; A. W. Rossiter, 81—5, 76; F. P. Pratt, 88—12, 76; C. T. Robertson, 89—12, 77; W. R. Peters, 28—29, 78; C. D. Smithers, 94—16, 78; H. W. Maxweil, 83—5, 78; W. L. Hicks, 81—2, 79; H. F. Whitney, 82—3, 79; E. Kemp, 98—17, 81; W. F. Richards, 82—10, 82; W. L. Pate, 103—20, 83. played in the medal play handicap at the

Nesmith Just Beats Wright. C. A. Nesmith won the June cup at the Flushing Country Club yesterday when

Flushing Country Club yesterday when be seen and seed and

feck, 1 up.
Fourth Sixteen—Semi-final round—W. E.
Marcus, Montelair, beat J. Bertram, St. Andrews, 4 and 2; C. J. Comstock, Jr., Sleeps
Hollow beat W. P. Whitlock, Jr., Suburban, 2 and 1.
Final Round—Comstock beat Marcus, 5
and 1.
The scores in the handlesse; R. F. Mundy,

Mr. Wright accummulated 6.
F. B. Porter won to-day's handicap competition for the governors' and consolation cups. The three leading scores were F. B. Porter, 92—20, 72; James A. Dayton, 180—25, 75, and A. S. Andrews, 85—7, 78.

National Golf Champion.

PITTSBURG, June 27 .- W. C. Fownes, Jr., of the Oakmont Country Club, a former national champion, went down to defeat here to-day before Davidson Her-ron, a sixteen-year-old boy. The match was in the semi-finals of the second anual invitation tournament of the Oak

mont Country Club.
Young Herron showed remarkable nerve all through the match. Although

yed at the following results:

First Sixteen—J. Whitney Baker beat
J. Watson, 4 and 3; W. Lester Glenney
on from Charles A. Reed by default; W.
Rogers beat Frank O. Reinhart, 1 up;

Illiam P. Glenney beat O. H. Fleming. William P. Glenney beat O. H. Flenning, and 5. Second Sixteen—B. J. McKeon beat B. C. Kenyon, 3 and 1; G. S. Clay beat D. H. Rowland, 2 and 1; T. S. Wheeler beat G. S. Cook, 2 up; D. O. Rogers beat H. G. Lapsley, 5 and 4. Third Sixteen—A. W. Kleinecke beat W. H. Tyler, 2 and 1; L. H. Gates beat J. M. Middledith, 3 and 1; E. A. Lyon beat J. P. Stevens, 4 and 3. Point Winners for Golf Cup—W. Lester Glenney, 75—5, 70; H. G. Lapsley, 81—10, 71; H. W. Rapalit, 96—19, 75; L. G. Carman, 88—12, 76.

71; H. W. Rapally, \$6-15, 15; L. Sweepstakes—H. G. Lapsley, \$1-10, 71; J. E. Brickson, \$8-13, 75; H. C. Kenyon, \$6-20, 76; J. H. Brewster, \$5-19, 76; L. G. Carman, \$8-12, 76; T. S. Wheeler, \$4-17, 77; J. P. Murray, \$7-19, 78.

Wee Burn Wins Team Match.

STAMFORD, Conn. June 27.—The Wee
Burn Country Club won a team match
from the Sound Beach Country Club by
a score of 14 to 4 on the Wee Burn links
at Noroton this afternoon. The summary:

J. J. Adams, 71.

One Semi-final Match Played. GLEN RIDGE, N. J., June 27.—One semi-final match for the Glen Ridge Country Club championship was played to-day. Fred Baldwin beat F. Scheffey, 2 to 1. and the other match was postponed. In the second sixteen the semi-final round was completed. E. F. Lundrigan beat L. E. McCoy, 7 up and 6 to play, and L. N. Olds beat J. F. Capen 5 up and 4 to play. An eighteen hole medal play competition

Class A—R. M. Burn. 91—17, 74; H. D. Smith, 80—6, 74; R. Bickford. 93—18, 75; T.W. Schwinn, 91—14, 77; H. P. Bradley. 97—29, 77; W. E. Powers. 95—18, 77; Class. B—E. F. Lundrigan. 90—22, 68; H. M. Walker. 105—35, 70; J. R. Smith, 105—25, 70; J. F. Capen, 114—25, 89.

Bunnell and Holston Survive.

New Rochelle, N. Y., June 27.—The semi-final round for the president's cup was played to-day at the Wykagyl Country Club. In one match W. E. Bunnedefeated N. H. Busey by 4 up and 2 to play, and in the other A. H. Holston beat Dr. A. Moore by 2 up. In the handleap competition against par for a cup given by J. H. McGuire the winner was F. McLean, who finished the round only 1 down to par.

Macdonald Makes Lowest Score.

Yonkers, June 27.—Three sixteens qualified for the July cups at the Dunwoodle Country Club to-day, and F. G. Macdonaid led the big field with a score of 77. In the Red Card competition the class A winner was F. C. Welling, with a card of 85—14, 71, and K. L. Wedgewood with 23—25, 68, won in class B.

LONG PUTT ENABLES **BEACH TO CONQUER**

Has to Sink Twenty Footer to Halve Nineteenth Hole With Tarleton.

THEN TAKES TWENTIETH

Retains His Championship of New York A. C. by Steady Play.

Chieholm Beach won the golf chamionship of the New York Athletic Club yesterday for the second time, but in the

Extra holes-Beach, 4, 5; Tarleton, 4. 7.
C. A. Spofford won in the beaten eight division of the first sixteen, Dr. C. C. Sichel was the second sixteen winner, and Eugene Van Schalck survived in the beaten eight of the second sixteen. The

summaries:

First Sixteen—Semi-final round—Chisholm Beach. Fox Hills, beat J. G. Hatterson. Fox Hills, 7 and 6; R. M. Taricton. Great Neck, beat W. L. Richard, St. Andrews, 7 and 5.

Final Round—Beach beat Tarleton, 1 up (twenty holes).

First Sixteen. Beaten Eight—Semi-final round—C. A. Spofford, Garden City, beat A. H. Pogson, Fox Hills, 4 and 2; Robert Coiller, Dunwoodle, beat Stanley Gifford. Fox Hills, 8 and 4.

Final Round—Spofford beat Collier, 2 and 1.

Second Sixteen—Semi-final round—Dr. C. C. Sichel, Englewood, beat N. F. Griffin, Richmond County, 1 up; H. W. Hillman, N. Y. A. C., beat A. P. Roth, Manhattan, 8 and 5.

and 1.

Second Sixteen—Semi-final round—Dr. C. C. Sichel, Englewood, beat N. F. Griffin, Richmond County, 1 up; H. W. Hillinan, N. Y. A. C., beat A. P. Roth, Manhattan, 6 and 5.

Final Round—Sichel beat Hillman, 2 up. Second Sixteen, Heaten Eight—Semi-final round—Eugene Van Schalck, Sleepy Hollow, beat Dr. W. G. Fralich, Los Angeles, 3 and 2; W. J. Elias, Fox, Hills, beat W. D. Judkins, Wykagyl, 2 and 1.

Final Round—Van Schalck beat Ellas, 1 up.

Wood of Hudson won the championship of the Hudson River Golf Association for the

was beaten the following year, but won again last season. Phillips put up a good fight to-day, but he was unable to hold the champion, who was playing well, especially in the after-

Finals were played in three sixteens and as equal number of beaten eight classes this afternoon, and the annual association was von by F. V. D. Longacre with an 80, and O. E. Wasson took the net prize with a card of 03—26, 67. H. A. Lockwood, 88—26, 68; C. G. Reel, 87—19, 68, and L. H. Marks, 96—28, 68, tied for the second net prize and Reel won the playoff. The summaries: summaries:

pionsinp of the New 1078 Athletic Club yesterday for the second time, but in the final round he had an unexpectedly hard time in eliminating R. M. Tarleton. The match finally ended on the twentieth green. It was played at the Fox Hills Golf Club, which has extended the courtesies to the N. Y. A. C. golfers for three years.

In the semi-final round in the morning Beach beat J. S. ARDSLAY-ON-HUDSON, June 27.—Members of the Ardsley Club played in a four bard hand of the play, a result that was generally expected, but Tarleton furnished a distinct surprise by beating W. L. Richard, who was runnerup to Beach last year. Tarleton won easily too by 7 up and 5 to play.

There was not much good golf in the final in the afternoon, as neither could seem to get going. It was a seesaw match all of the way, first one and then the other getting the lead. At the turn Beach was 1 up, but by the time the other getting the lead. At the turn Beach was 1 up, but by the time the other getting the lead. At the turn Beach was 1 up, but by the time the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and acade of the course of the Crescent and the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the course and saved himself by a great iron shot. He ended by halving the hole in 4, with the asistance of a term of the cour



\$1075 With electric starter and generator

Concerning the Intrinsic Price of the Overland and the Inflated Price of Some Other Cars

DROBABLY the most confusing problem every automobile buyer faces is the wholesale manner in which many automobile dealers seem to willngly cut prices.

In fact this evil has grown so bad of late that some explanation is necessary.

In the automobile business, the fault does not lay entirely with the dealer. It can be traced, directly, to the manufacturer. And here is how it is worked out:

Many manufacturers place a price on their car which is anywhere from 20% to 30% above its intrinsic value. Thus they figure they can give the dealer a high theoretical discount (which he cannot earn) as well as a high price (which he cannot get) so that he (the dealer) can juggle the price around to his heart's content, and, by offering his product at an apparently cut price can deceive the public into believor else they leave the price alone and throw in an extra tire or two all of which amounts to the same thing.

This is a notorious snare and one of the oldest deceptions known to business.

For the advertised price was inflated from the start.

Right down in his heart the manufacturer knows that in order to meet competition the dealer must cut the advertised price. Thus the manufacturer thinks

that because the dealer can slightly cut this inflated price it will act as a great inducement to the buyer. The trick being, that because the dealer cuts the swollen price the buyer is supposed to be duped into believing he is getting a bargain—whereas exactly the opposite is true.

For instead of getting more for the money the buyer still gets less

for more money. The car-the price of which fluctuates at the will or whim of the dealer on the pretense or subterfuge of effecting a saving—is a good car NOT to buy.

Beware of the dealer who has a fluctuating scale of prices. He is a good man to stay away from. By necessity any car that he handles must have a fluctuating value and must have back of it a fluctuating service.

Can you so into John Wana-maker's in New York and attempt to strike a bargain ? Can you go into Marshall Field's in Chicago and start to

haddle over the price of anything? If you want a Big Ben clock, a Victrola, a Howard Watch, a Steinway Piano, a Gillette Safety Razor, or any one of a hundred other staple articles—haven't you got to pay the advertised price which is fixed at its source of manufacture ?

So it is with the Overland car. The price is fixed at the factory. The price is made as low as it can be made. Value considered -none are lower.

The fact that the Overle a pretty keen competition is pretty good evidence of the stability of our dealers and the faith the public have in the Overland car itself.

Even the cut prices of other manufacturers are usually above our staple prices.

We have but one logical inducement to offer-the car itself at the advertised price-no more -no less.

The fact that we are shipping over 5000 cars a month—the fact that we are doing more business than any of those offering inflated car values—the fact that we do more business in one month than some manufacturers do in twelve months-proves that our policy must be fundamentally correct, and that the policy of some the others must be fundamentally incorrect.

Careful comparison with other cars will show that a car of the Overland quality and mechanical efficiency offers much greater intrinsic value for less money than any other similar car in the

We say again-beware of the dealer who approaches you with a cut from his price. He is endeavoring to deceive you into thinking you are saving money.

We want you to become acquainted with the Overland. Come in and see us. Thorough demonstration - any time-any place.

C. T. Silver Motor Co. Distributors

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Telephone, 6066 Bedford The Willys-Overland Company, Toledo, Ohio



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